

**FULTON & WALKER COMPANY**

**PHILADELPHIA,  
PENNA.**

**"WAGONS FOR BUSINESS."**

684

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**MEDAL AWARDED**

World's Exposition  
Chicago, 1893

**MEDALS AWARDED**

Franklin Institute Exhibition  
Philadelphia, 1874

**MEDAL AWARDED**

Centennial Exhibition  
Philadelphia, 1876

**ILLUSTRATED CATALOGUE**

OF THE WORK OF

**FULTON & WALKER COMPANY**

**COACH AND WAGON BUILDERS**

**"WAGONS FOR BUSINESS"**

ABRAM WALKER, President

Z. TAYLOR RICKARDS, Sec'y-Treas.

ARMSTRONG AND FEARS  
HARRISON BLDG.  
PHILADELPHIA, PA.

**Twentieth and Filbert Streets**  
**PHILADELPHIA, PA.**

LIBRARY  
FULTON & WALKER  
CO.

PUBLISHED BY  
ARMSTRONG AND FEARS  
HARRISON BUILDING  
PHILA., PA.

THIRDS  
PHILA. PA. 1885  
EXHIBIT 10



## PREFACE

---

WE take advantage of this publication to bring some of our more recent work before the public. In compiling this catalogue we wish it understood that, owing to limited space, only a single example of a few of the more prominent and most generally used wagons could be shown, which accounts for the omission of many beautiful cuts. We regret our inability to give space to all.

Very truly yours,

FULTON & WALKER COMPANY,

20th and Filbert Streets,

Philadelphia.

## NOTICE

In writing to us regarding any of the wagons in this catalogue, kindly state the NUMBER OF THE PAGE and the LETTERING ON STYLE OR CUT to which you refer, and give the LETTERING YOU WANT ON THE WAGON.



## HISTORICAL

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In the preparation of a work of this kind it may be in order to say just a word about our history; the following synopsis therefore is appended, that we may take our friends into our confidence.

### FULTON AND WALKER COMPANY

#### PHILADELPHIA

began in 1846 as Fulton & Co.; Fulton & Walker in 1864; Fulton, Walker & Co. in 1872; Fulton & Walker Company in 1887.

First-class work from the beginning, and steady growth.

The firm is now incorporated without any other change than taking into responsibility faithful employees who have long been efficient in its service.

We take the occasion of this enlargement to put into print some hints of what we are doing, and how we go about it.

In short, we are ourselves the makers of first-class wagons. We have the cream of the first-class work of our city and region and, of course, we send a great many wagons away from Philadelphia.

We give these little hints of our facilities: Twenty-six blacksmith forges for hand work; one for a steam hammer; machines for everything that machines do better than hands; wood-working machinery, more or less, but chiefly hand work on wood; painting as good as the rest; landscape and figure painting better than anywhere; we sometimes put as much money in paint as in the wagon itself.

Plenty of room and two hundred chosen, well-paid and well-watched men—we are our own foremen.

Our springs we make ourselves mostly. There is no other way to be so sure of them. No great thing to do to make wagon springs; but we want the finest spring steel, oil-tempered; we like to see them at every stage and know all about them.

Patent wheels we buy—the best in the world. We buy the best and no others, and so in everything else.

We buy our lumber green, date it and store it. Dating it means—we can tell just when any piece of wood we've got was cut from the stump. We keep an expert in the market all the time on the watch for first-rate oak and ash and hickory. Our storehouse for lumber is 52 x 163, three stories; never full and never empty—can't get full, for we are all the time taking out of it; can't get empty, for we are all the time filling it up. Another such collection of nothing but best hard wood, we imagine, is hard to find, no matter where you look. It lies there year after year, with plenty of air and no exposure, the best of seasoning.

We keep a stock of springs and forgings such as we use from day to day; and so of everything else that can be kept ready made for emergencies. We are often able to make a repair in an hour that would take some days without such provision.

As to prices and dealing, we get enough for our work to pay for the stuff and work and care and a profit. We imagine we shouldn't have grown to our present state had we put our prices too high or been too sharp at a bargain.

Whatever you are thinking of within our line (including stages, &c., by the way), we will make you a sketch and tell you the cost. And we stand behind our work in every proper way.

FULTON & WALKER COMPANY



SOME AWARDS TO FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS."



## Some Practical Hints about Business Wagons—How to Get Them, How to Take Care of Them.

---

### THE EASIEST PART OF THE SUBJECT.

The first thing to be learned about business wagons ought to be guessed from the fact that almost everybody begins business with "cheap" wagons, and after a little experience drops them.

A wagon can be made and covered up with paint and sold at a profit for very little money indeed, but it eats itself up in a little while; and when you want it most it is apt to be at the repair shop.

It is cheap to begin with, but not to go on with.

The cities are full of such. You can buy them second-hand as good as new for half. The owners find them out and drop them while the paint is fresh.

The first thing to learn about getting a business wagon is, then, not to get a "cheap" one—new or second-hand. First cost has little to do with the question.

Don't be tempted. All experience points the other way.

### WHAT A CHEAP WAGON IS.

You may as well know exactly what is underneath the paint.

Take the wheels as a sample. Wheel-making is a business by itself. Every wheel maker makes four grades of wheels, which differ only in the wood they are made of—the wood is graded according to toughness. The very toughest wood is put into best, the next toughest wood is put into next

best wheels, and so on down to the third and fourth. All four grades look alike; all four of the very same woods; but the lowest grades are far more brittle than many woods that are not considered tough enough for wheels. The lowest grade of hickory actually isn't so tough as pine, but it goes into wheels all the same. And, painted, one looks as good as another, and is till it breaks.

What is true of the wheels is true of the wagons all through.

There is a very large demand for "cheap" wagons, just as there is for everything else that pretends to be good and costs too little to *be* good; and what there is demand for will always be made. They have got to be sold. The makers who make them are neither better nor worse than other business men. They paint their wagons and sell them on their looks.

"Let the buyer look out" is an old trade maxim. It means that it is the buyer's business to use his eyes and not depend on his ears altogether. It means that it isn't considered out of the way to hide defects and make a sale.

Now you know what a "cheap" wagon is, how it comes to be made, and how the man is likely to talk who has his living to get by selling it.

Use your judgment. Trust neither your eyes nor your ears in buying wagons. Trust your knowledge of human nature.



SOME AWARDS TO FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS."



#### HUMAN NATURE IN WAGONS.

There are wagon makers who make nothing but first-class work. They let nothing go out of their shops but work that will stand.

You are thinking — "Won't they charge me fancy prices?"

Go to a first-class maker who has his hands full. Follow the crowd of successful business men.

There is in every city a wagon maker who takes the lead. If he isn't good enough go to another city. What is a little freight on a satisfactory wagon?

The maker who makes for the leading business men of his city and region isn't likely to be extravagant. Watch the foremost business men and express companies. They are apt to know good wagons and wagon makers. They want the best wagons. Do you think that money is plenty with them and they pay too much? Do you think that they who have the most money at stake in wagons get less than their money's worth in buying them? That isn't human nature, nor judgment, nor fact.

The fact is the strongest of wagons are none too strong for city pavements and city driving. Weight is a constant pull-back. You want your wagons as light as they can be; but you must have strength, toughness, endurance.

The money that goes into lightness and toughness is

money well invested; saves horses and time and money besides.

We are giving you hints how to buy, not trying to make you expert in judging. That is out of the question. Look at the wheels. Can you tell the best from the worst? You know what you want a wagon for, and that is all you do know.

You may follow the crowd of first-class buyers. There isn't any danger of overpaying. The maker who makes the best wagons doesn't throw away his business by any common sort of dealing. You will find him more careful in your behalf than you can possibly be in your own.

#### HOW TO TAKE CARE OF WAGONS.

Now you have got good wagons have a careful man to watch them and keep them in order.

We skip what every wagon owner ought to know—about greasing and washing and painting. The time to get a wagon repaired is the very first minute it needs repairing. A dollar to-day is worth two to-morrow.

The best place to keep a fine wagon is under an open shed; the worst is in a stable. Out in the sun and rain is far better.

Few regard the fact, but the steam of the stable sends more wagons back to be "done up" than all the weather between the poles.



FULTON & WALKER COMPANY'S OFFICES.

## THE OLD STORY OF SPOTTING

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The following questions and answer appeared in a recent number of *Varnish*, and by request we publish it in this month's *Hub*:

### THE OLD STORY OF SPOTTING.

*Editor of Varnish.*

I will put a question to you, or to the readers of *Varnish*: What makes varnish spots? or can any of your readers inform me where I can purchase a finishing varnish that will wear good and not spot within one or two weeks?

I have been using finishing varnish for years, buying of such reliable firms as ———, and the only fault is *they* will spot after they are in service, and I had to revarnish some of them.

My customers say the varnish is not worth anything; that I use inferior stock, &c. I do not know how poor the stock is, but I pay five dollars for elastic gear varnish, and I think for that price I should get good stock.

I do not know how other carriage builders fare, but we must always hear the old song, "My buggy spots terribly and the varnish is no good."

I do not know where the fault is, but would like to learn.

J. A. S.

(A REPLY TO J. A. S.)

You ask pertinent questions which every carriage maker ought to be able to answer:

*First.*—You cannot purchase a durable varnish anywhere in the world that will not "spot" within one or two weeks,

or even one or two months, after the vehicle has been run out for use.

*Second.*—You should not have revarnished the vehicles, but let them run until the fall, when they would not have required revarnishing.

*Third.*—The price you paid, together with the fact that it did spot, is double evidence of its being a good elastic varnish.

*Fourth.*—The fault lay with the owner of the vehicle. He should not have allowed the mud to dry on the first time used, or the first few times used.

*Finally.*—A vehicle finished with any good, durable elastic varnish will spot if it is used for the first time on one of the first hot days of the season. Furthermore, if the varnish be actually warmed up by the sun it will spot just as perceptibly as it will on a vehicle finished only three or four days before using. In either case the mud, drying on, draws the lustre or surface oil from the varnish and deadens it, so that it looks as if it had been rubbed down for another coat of varnish. The varnish, however, is not gone, but it is only the surface lustre that is deadened. This lustre will return in a few weeks with careful washing, and there is no need whatever of revarnishing. A vehicle can be used on a muddy day three days after finishing and not get spotted if the mud is rinsed off before it has had time to dry on. *Each* mudding and washing will help to harden the varnish more than six weeks in the repository or carriage-house.

If the above suggestions are followed there will be no





FULTON & WALKER COMPANY'S OFFICES.

mud spots, and, consequently, no need of remedies, such as rubbing with a mixture of oil and turpentine or alcohol. These "remedies" are a great deal worse than the trouble they are supposed to cure.

A "Quick Copal Furniture" varnish, having no weather or sun-resisting qualities, will not spot, but elastic carriage varnishes are liable to; and when the mud is allowed to dry on, especially on a vehicle heated up by the sun on a hot day, there would be but a slight difference in the amount of spotting of an elastic rubbing and the best wearing body.

Carriage makers have very little trouble with or few

complaints of spotting during the cool days of the fall and from then on to the first hot days of June, July and the sticky dog days of August.

The action of mud (*i. e.*, earth, clay), on oily surfaces is a familiar and well-known phenomenon, as witness the old-time housewife's recipe for removing a grease or oil spot from a rug, viz.: "Mix some pipe clay with water and make frequent applications of the mixture to the rug, which must be exposed as much as possible to the air and sunshine." Each application draws out some of the grease or oil by capillary attraction.—*L. B. V.*  
—*The Hub.*

It is not to be expected that a customer will know quite everything about a wagon. We publish the foregoing for the reason that it is truthfully stated, and we think it our duty in this, as in every other part of our business, to give the benefit of our knowledge always to a customer, that he may have the largest possible value in his purchases, by reason of his knowing how to take care of them.

Respectfully yours,

FULTON & WALKER COMPANY.

"WAGONS FOR BUSINESS."





FULTON & WALKER COMPANY'S WORKS.



FULTON & WALKER COMPANY'S WORKS.

The tires on a wagon are one of the important parts. We use the best quality of tire steel from solid ingots of special steel, made for the purpose by the Gautier Steel Department of Cambria Iron Company's Works at Johnstown, Pa.

FULTON & WALKER COMPANY.

"WAGONS FOR BUSINESS."



## ...THE FOLLOWING

Advertisements are from firms directly supplying us with materials, and we respectfully call the attention of the general reader to them, as we can bear witness to their efficiency.

Truly yours,

FULTON & WALKER COMPANY

"Wagons for Business."

H. F. BRUNER

S. D. HALL

COAL

H. F. BRUNER AND CO.

OFFICES Δ Δ

21ST AND FILBERT STREETS  
32D AND MARKET STREETS

YARDS Δ Δ

21ST AND FILBERT STREETS  
30TH AND MARKET STREETS

TELEPHONE

PHILADELPHIA



FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



CHARLES B. BECKWITH  
*President*

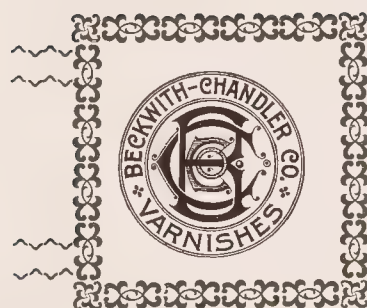
PERRY TIFFANY  
*Vice-President*

BARRETT L. CHANDLER  
*Treasurer*

BELMONT TIFFANY  
*Secretary*

## BECKWITH-CHANDLER COMPANY

MAKERS OF

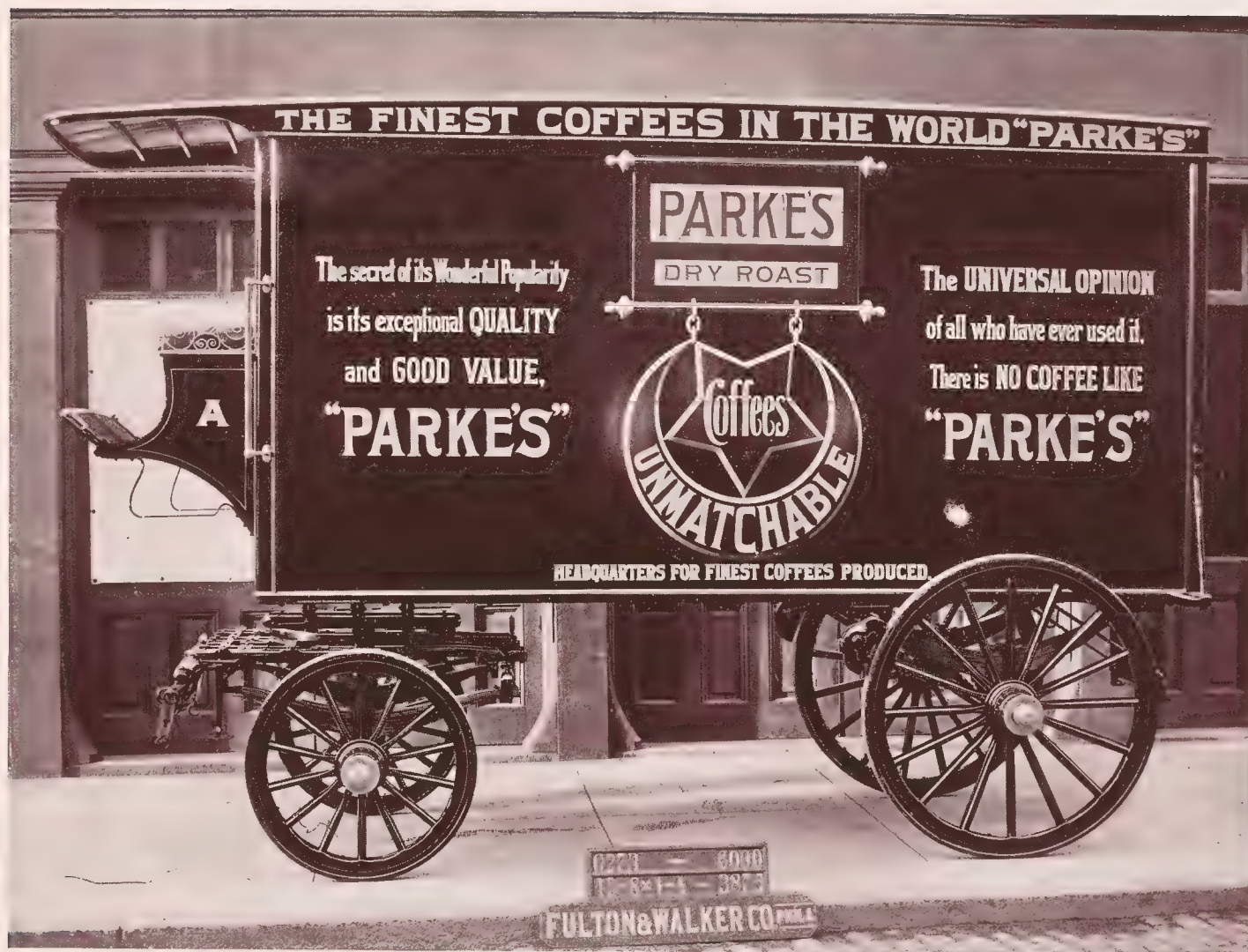


# High-Grade Varnishes

NEW YORK OFFICE

FACTORY  
193-203 Emmett Street  
NEWARK, N. J.

621 BROADWAY



FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

 Established 1828

MORRIS, WHEELER & CO.

1608 Market Street

400 Chestnut Street

... PHILADELPHIA ...



IRON AND STEEL OF ALL DESCRIPTIONS

In Stock, and Rolled to Order

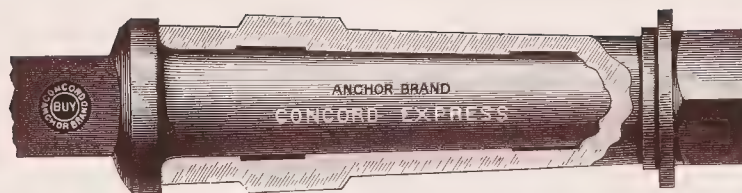
Bars for Tires and Axles a Specialty







FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

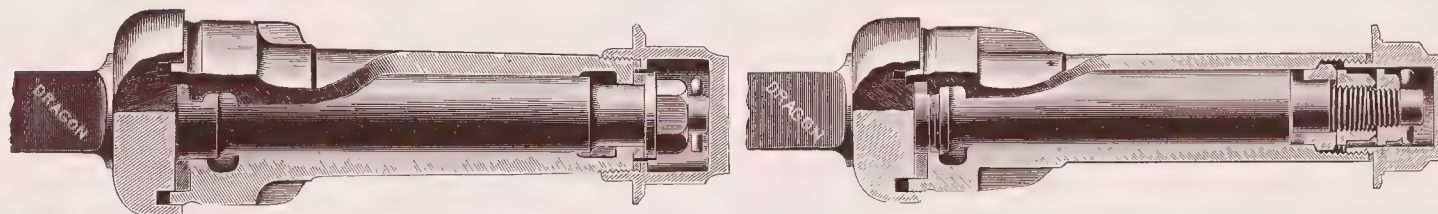


CONCORD EXPRESS.

# SHELDON AXLE COMPANY

WILKES-BARRE, PA., U. S. A.

Make a complete line of Axles for both light and heavy work. The greatest quantity and best quality.

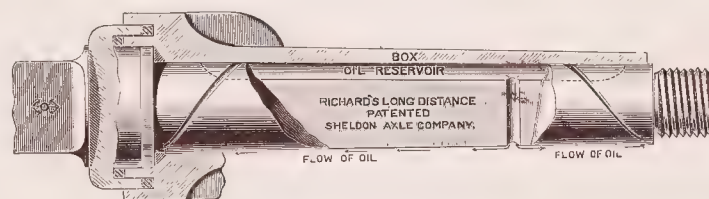


HALF COLLINGS.

FULL COLLINGS.

The cuts show the best axles for Express or Fine Delivery Wagons.

To secure the easiest-running wagon and axles giving the least trouble, use the **Richard's Long Distance**; it will run 1000 miles without re-oiling.



RICHARD'S LONG DISTANCE.

If you wish to know about the quality of these axles, ask Fulton & Walker Company.





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



TRADE **VALENTINE'S** MARK  
 "THE STANDARD FOR QUALITY"

## Roll of Honor....

ESTABLISHED 1832  
 INCORPORATED 1882

Results at ten (10) Important Expositions held during past two (2) years in the United States, Europe and Canada.

Total number of Carriages exhibited, 1,832

Finished with Valentine's Varnishes, 1,331

Or 73 per cent.

## VALENTINE & COMPANY

MANUFACTURERS OF HIGH GRADE

NEW YORK  
 CHICAGO  
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.....Coach and Car  
 Varnishes and Colors



FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

# HOOPE'S BRO. & DARLINGTON

West Chester, Pa.



Makers  
of...

# WHEELS

For

Carriages  
Business Wagons  
and Trucks

WARNER, SARVEN, KENNY, SWEET, WOOD HUBS





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



WE CHALLENGE A COMPARATIVE TEST OF THE

# STANDARD RUBBING FINISHING VARNISHES

WITH THOSE YOU ARE NOW USING.

MANUFACTURED BY

## STANDARD VARNISH WORKS,

The largest Varnish Works in the world, covering 7 acres, Elm Park, Staten Island, N. Y.

CHICAGO :

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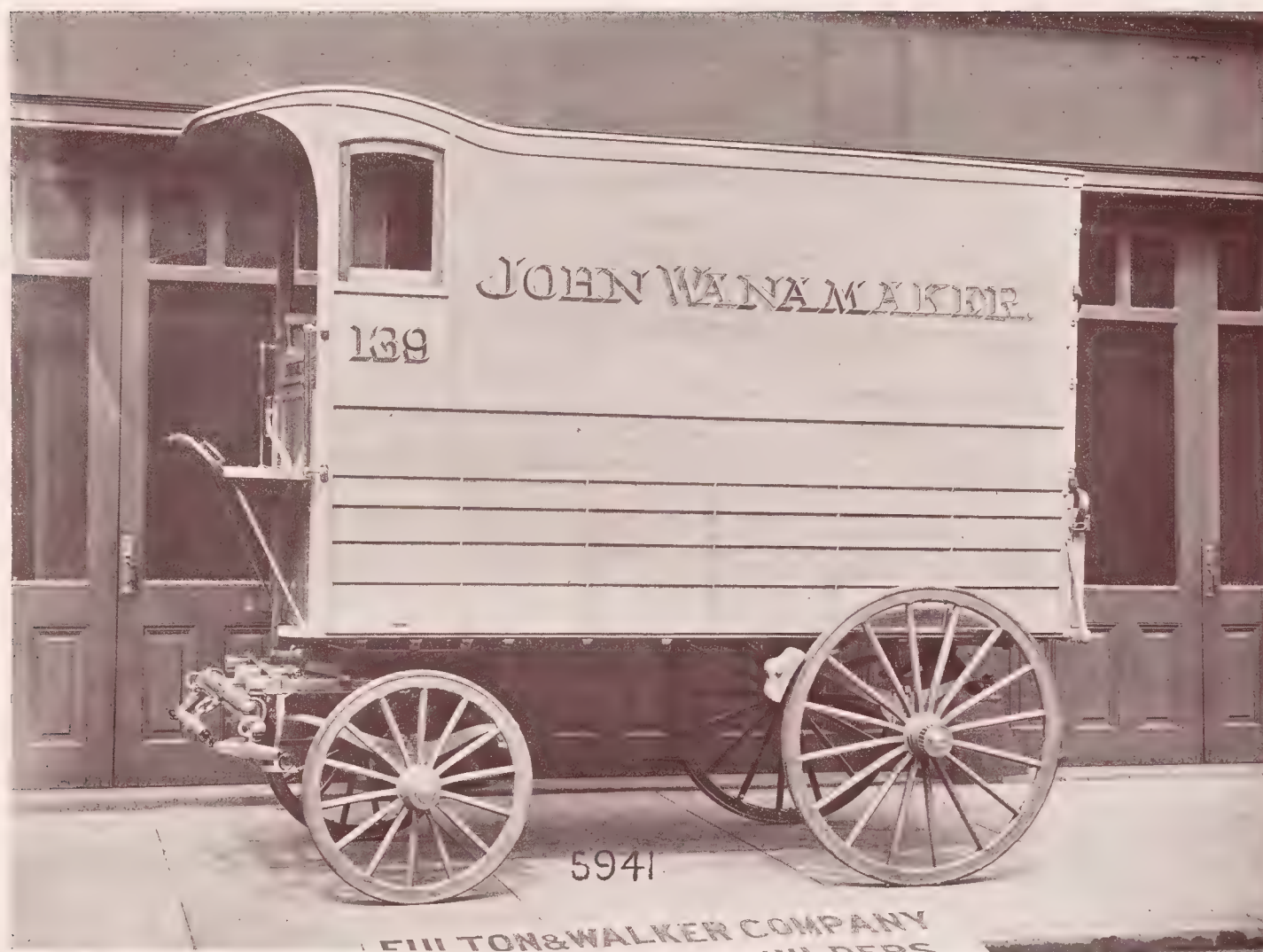
GENERAL OFFICES :

29 BROADWAY, NEW YORK

LONDON :

23 Billiter St., E. C.





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



HENRY D. AUER, Jr.

116 North Seventh Street, Philadelphia

MANUFACTURER OF

# Gold and Silver Leaf



ALUMINUM

COMPOSITION

METAL LEAF

And Bronze Powders

COMPLETE LINE OF

Oils, Varnishes, Paints, Glass,  
Putty, Brushes, &c.

FULL STOCK OF PAINTERS' MATERIALS

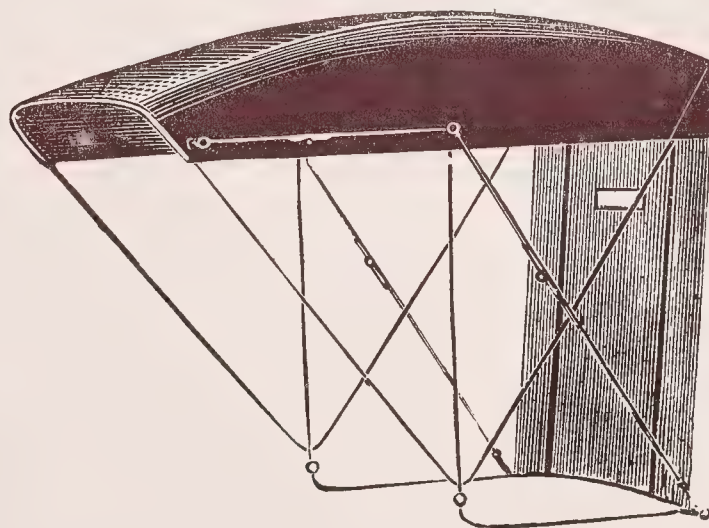


FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

“The Pioneer Buggy Top Makers”

# LARRIMORE BUGGY TOP CO.

Baltimore, Md.



Write for our New Catalogue of

## BUGGY TOPS AND WAGON CUSHIONS





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



# Electro-Tint Engraving Co.

723 Sansom Street, Philadelphia

**Designers  
and Engravers**

.... BY ALL METHODS

ILLUSTRATIONS  
FOR ALL PURPOSES

Half Tone      Zinc Line Work

Will remove about May 1, 1898, to 1227 and 1229 Race St.





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# Edward Stinson & Co.

## BALTIMORE WHEEL FACTORY

MANUFACTURERS OF

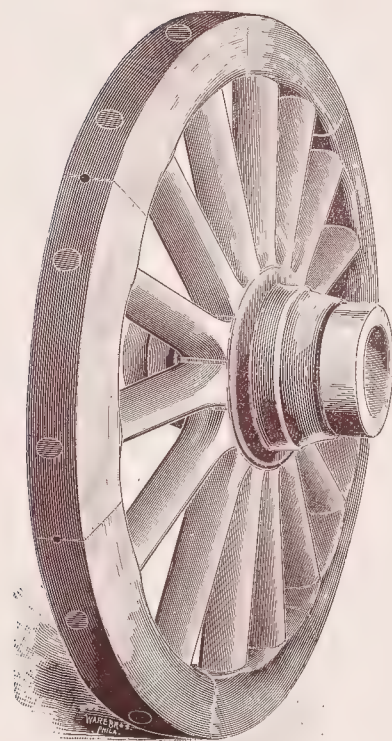
Warner,  
Sarven,  
Plain,  
Compressed-  
Band,  
Star

WHEELS

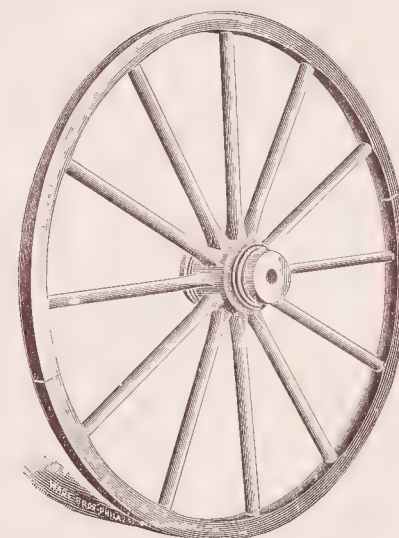
All Sizes!

ALSO

SPOKES, RIMS AND HUBS



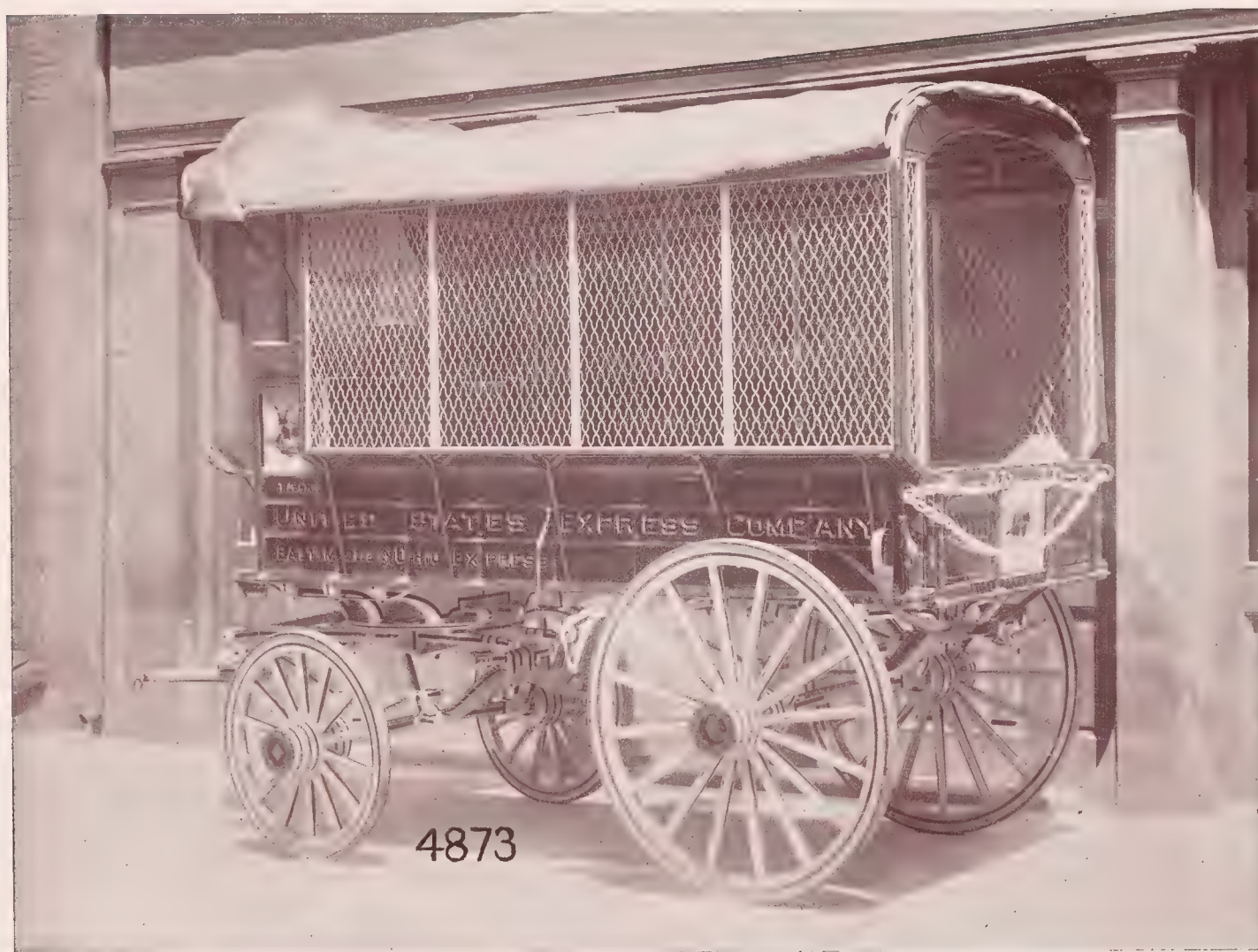
OUR MAKE WARNER WHEEL.



FRENCH STYLE COACH WHEEL.

327-335 North Street....

— BALTIMORE, MD.



FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.





COLORS. PAINTS. VARNISHES. GLASS. BRUSHES.

# THE RELIABLE LINES!

IF A CONSUMER

It will pay you to send for sample cards and price.

IF A DEALER







6251.

FULTON &amp; WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

## HARDWOOD LUMBER

### Poplar Our Specialty

Ash, Oak, Chestnut, Bass and Red Cedar  
—thoroughly seasoned and kiln-  
dried; all grades, widths and  
thicknesses, specially pre-  
pared for carriage and  
wagon builders.

**Dimension Stock      Top Strips**  
**Roof Boards**  
**Mill Work      Mouldings, &c.**

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WRITE FOR PRICES  
— — — — —

## HENRY H. SHEIP & CO.

Columbia Avenue and Randolph Street

PHILADELPHIA

## New York Belting & Packing Co.

LIMITED

MANUFACTURERS OF ALL

## Rubber Specialties

FOR

### Carriages and Heavy Wagons

ALSO

*BELTING*  
*GARDEN HOSE*  
*WATER HOSE*  
*FIRE HOSE*  
*SUCTION HOSE*  
*STEAM HOSE*  
*AIR HOSE*  
*TUBING*

*PACKING*  
*GASKETS*  
*VALVES*  
*RUBBER TILING*  
*RUBBER MATTING*  
*EMERY WHEELS*  
*SPECIALTIES*  
*LEAGUE TIRES*

308 CHESTNUT ST., PHILADELPHIA

GOODYEAR RUBBER BELTING AND PACKING CO.





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



E. P. LOUD 

FULTON & WALKER COMPANY  
PHOTOGRAPHER

## General Photography

Landscape, Marine, Architectural and Groupings

COPYING, ENLARGING, REPRODUCING, &c.

*ALSO, COMMERCIAL WORK IN GENERAL*      *BLUE PRINTING AND HALF TONES*

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F. W. DEVOE & C. T. RAYNOLDS CO.

NEW YORK—CHICAGO—PHILADELPHIA—BOSTON

MANUFACTURERS OF

# COLORS—Dry, in Oil and Japan

✦ FINE VARNISHES ✦

CORRESPONDENCE SOLICITED \_\_\_\_\_



FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

NEW YORK



CINCINNATI



# The Chas. Moser Co.'s "NEW" VERMILION

Is STANDARD, and used by Fulton & Walker Company

H. CONKLIN

- -

No. 73 Warren Street, New York

The Turner Anti-Friction, Roller-Bearing Fifth Wheels

"THE ONLY PERFECT WHEEL"

FOR

BREWERY WAGONS

FURNITURE VANS

Trucks and Stages



FOR

DELIVERY WAGONS

LIGHT WAGONS

Carriages, Coaches

MANUFACTURED BY

THE TURNER MANUFACTURING CO.

SEND FOR PRICE LIST AND CATALOGUE.

245 Broadway, New York

THESE WHEELS ARE USED BY FULTON & WALKER CO.





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

John W. Masury & Son



MANUFACTURERS OF

Carriage  
Colors

AND VARNISHES



NEW YORK


C. E. LINDH

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LINDH & MILLER

Awning, Tent and Sail Makers

MANUFACTURERS OF



Wagon Covers  
Horse Covers  
Tarpaulins, Oiled Duck  
Oiled Clothing  
Flags, Signs  
Transparencies  
Net and Canvas Banners  
Porch Floors Covered  
with Canvas and Painted

S. W. Cor. Ninth and Spring Garden Sts.

PHILADELPHIA



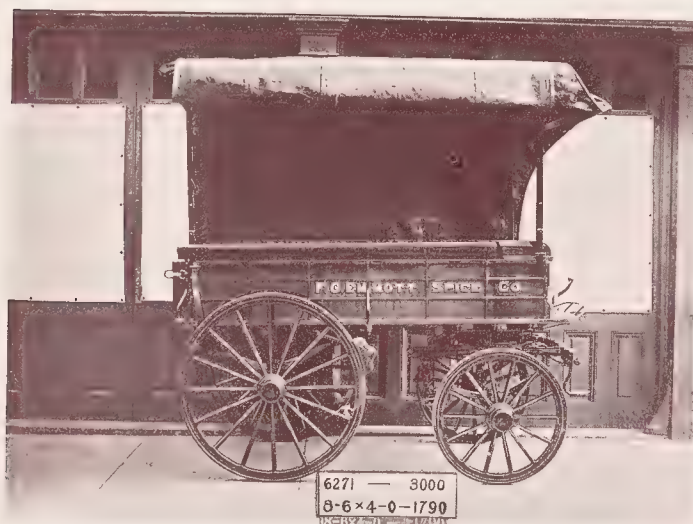


GRAVES' VARNISHES.



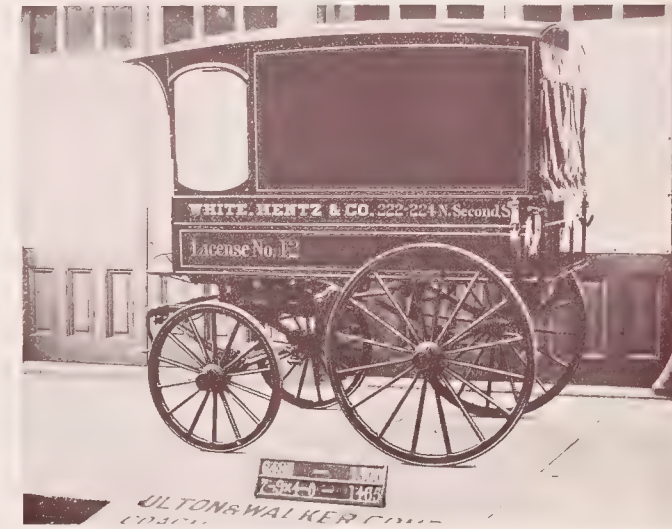
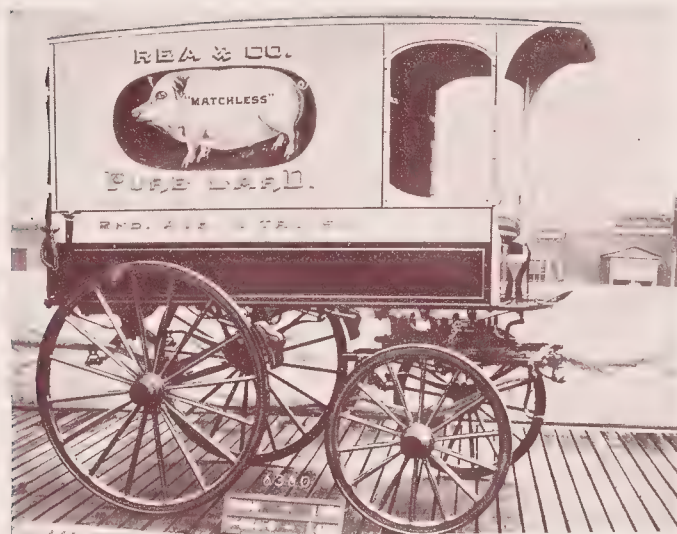


FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.



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FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

# Business Paints.... for Business People

**W**HETHER it is your business to build a wagon, or a house, or a railway car, or a machine, we have the best goods in the market, and can supply you with them at lowest prices.

Our VARNISHES and COLORS are known throughout the land as being strictly up-to-standard. They have been tested for many years by the Fulton & Walker Co., and by a host of others whom we might name.

Booklets and sample cards cheerfully furnished on application.

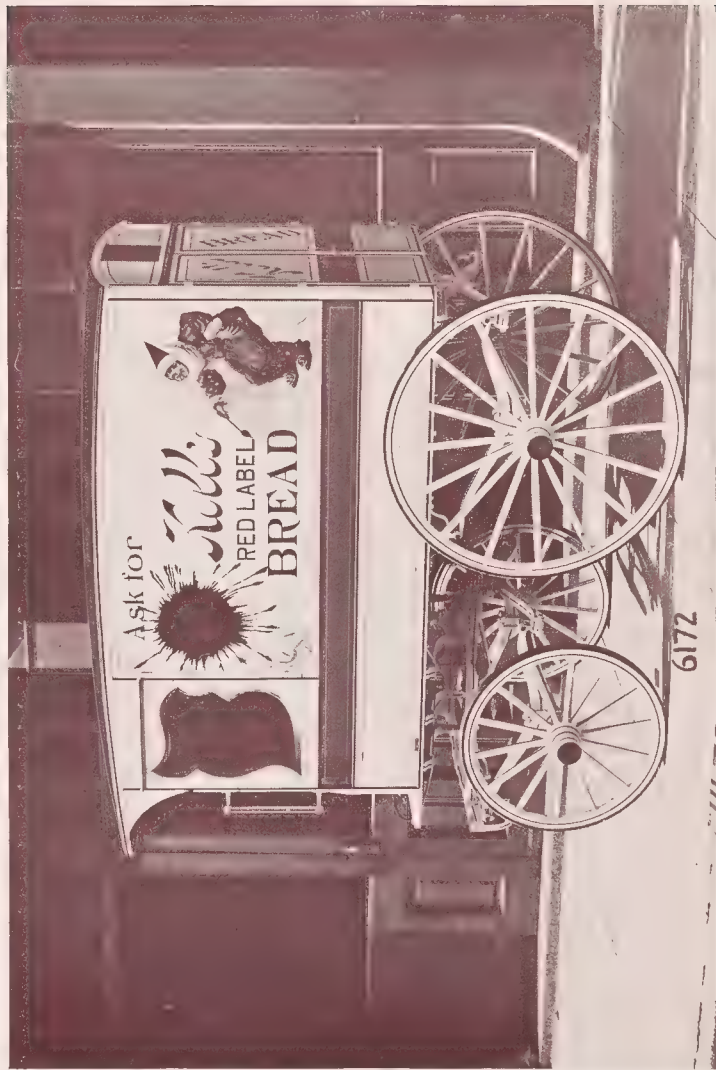


## Felton, Sibley & Co.

....PHILADELPHIA....

IMPORTERS  
MANUFACTURERS  
AND EXPORTERS





FULTON & WALKER COMPANY—"WAGONS FOR BUSINESS"—PHILADELPHIA, PA.

**HENRY J. RIFE**

MANUFACTURER OF

# **Oak Tanned Harness Leather**

**F**INE Shaved Harness, Strap,

Bridle, Breeching, Loop,

Hand Part, Russet, Rein, Thong,

Collar and Net Leather and

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Also a Full and Complete Stock of all the varieties of both

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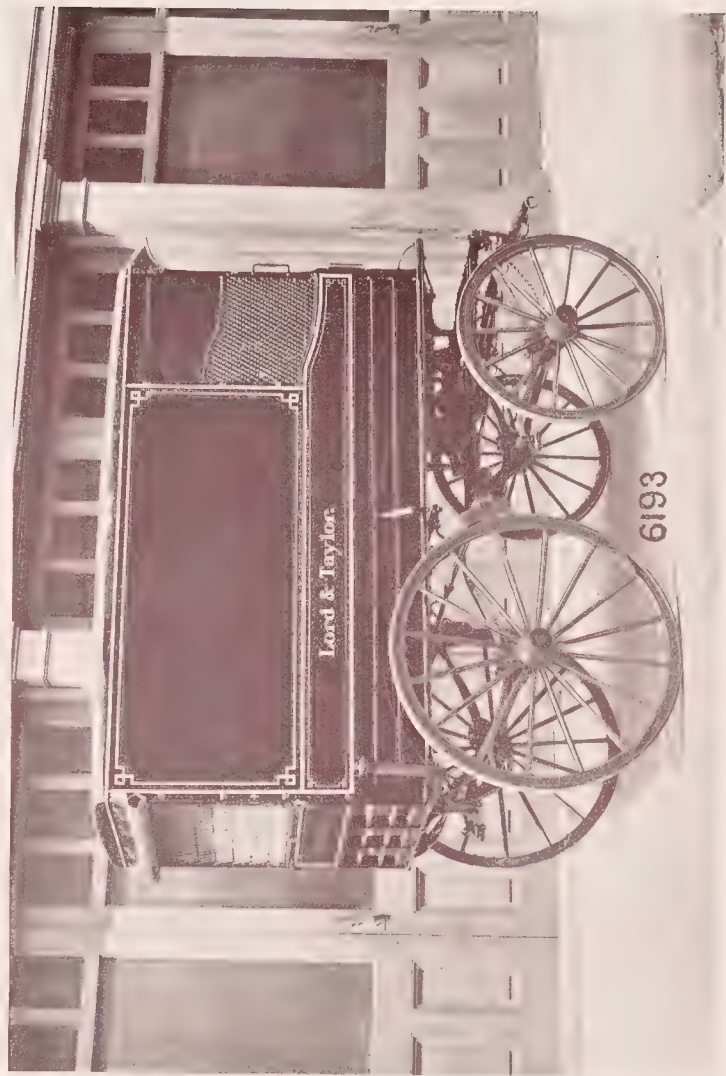
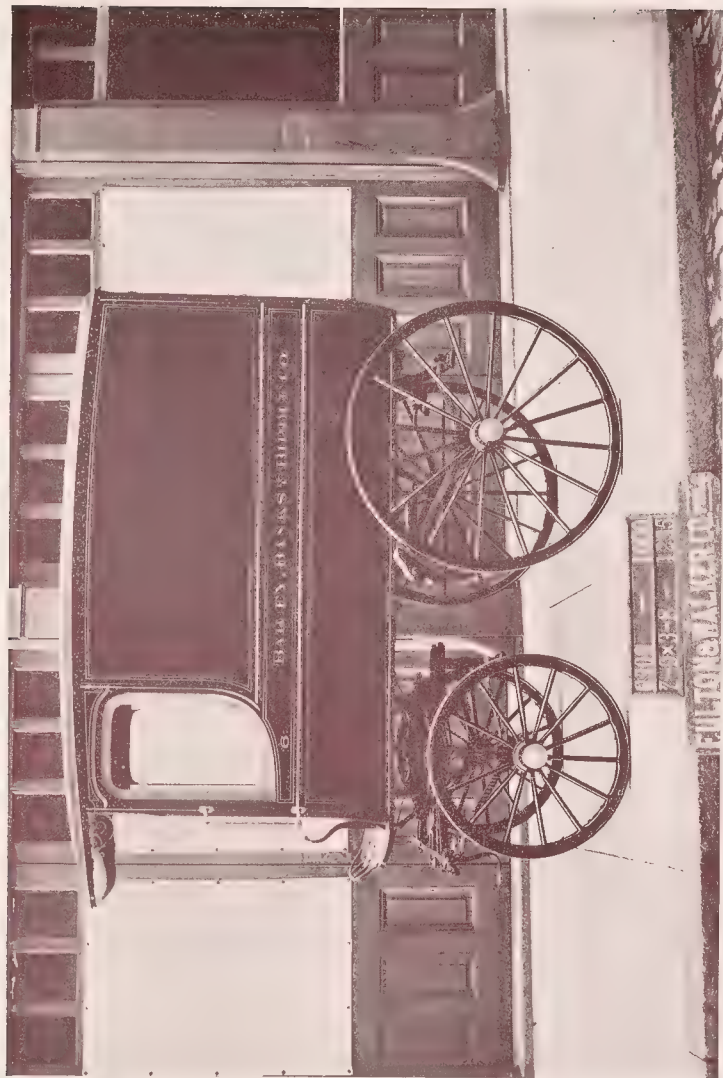
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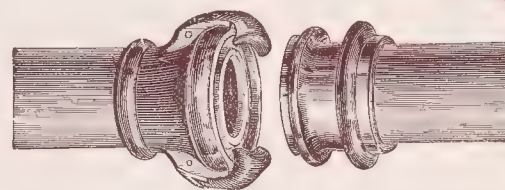
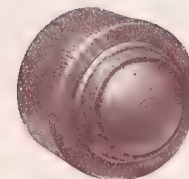
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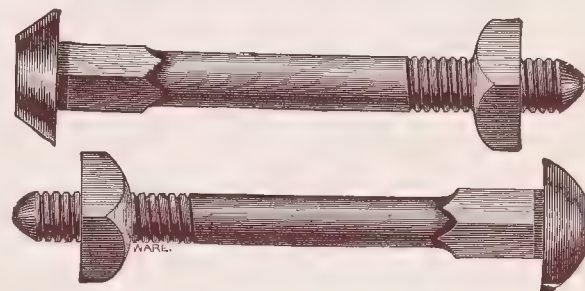
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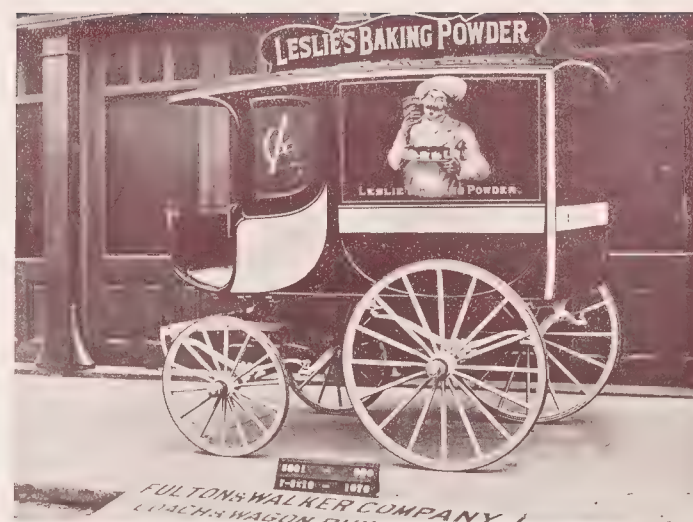
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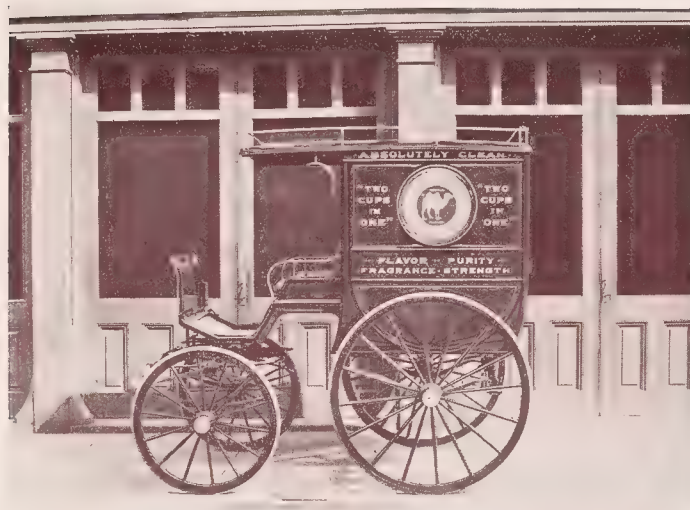
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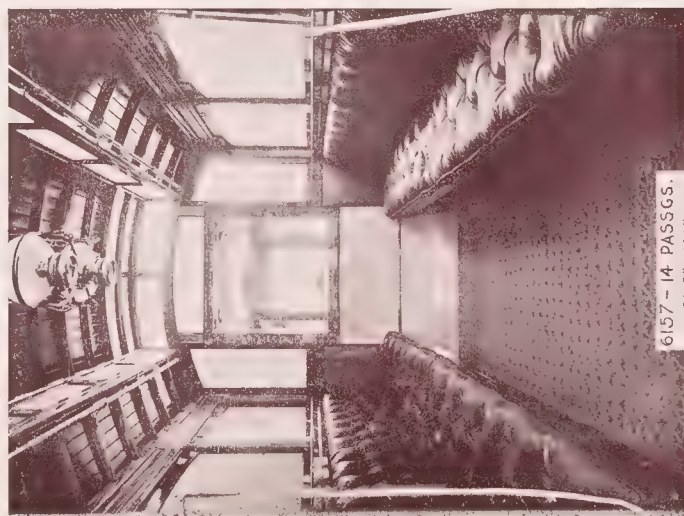
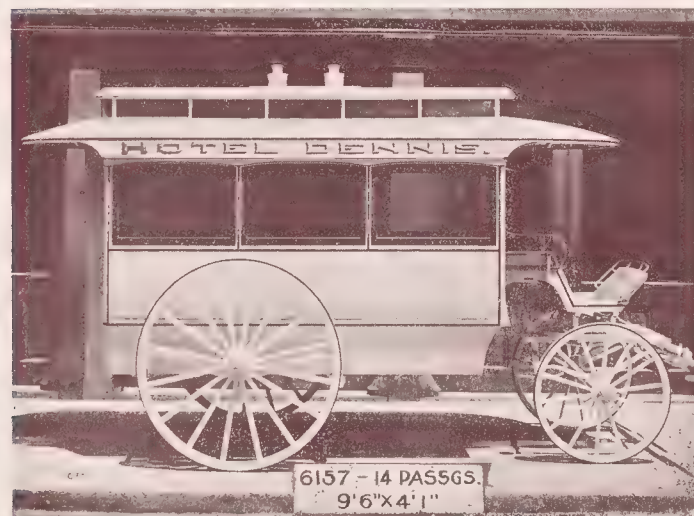
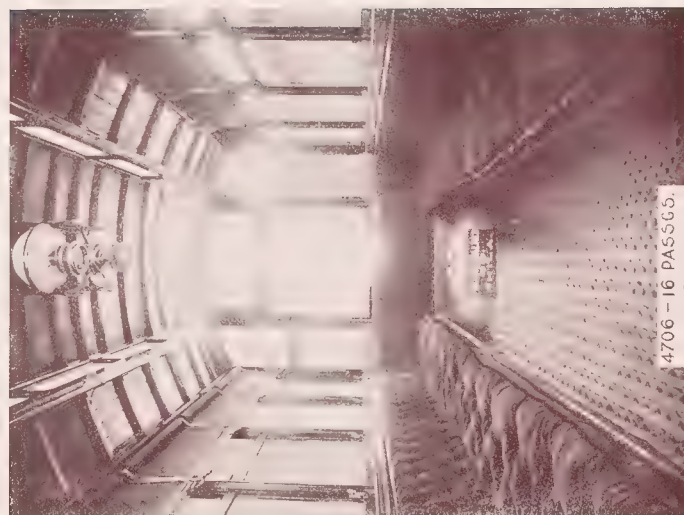
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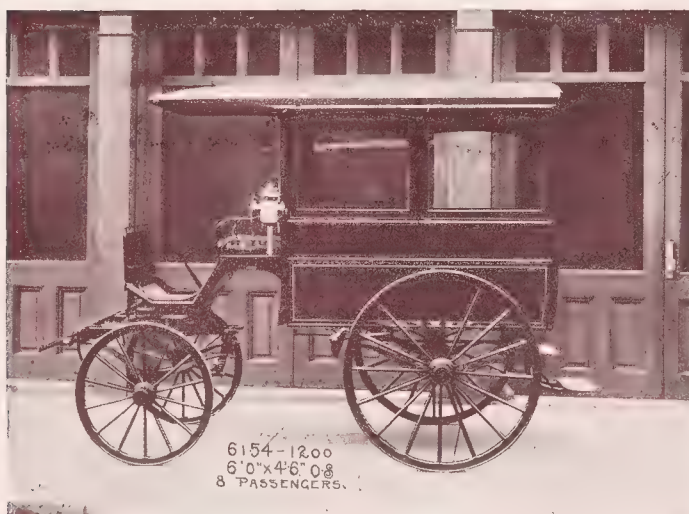
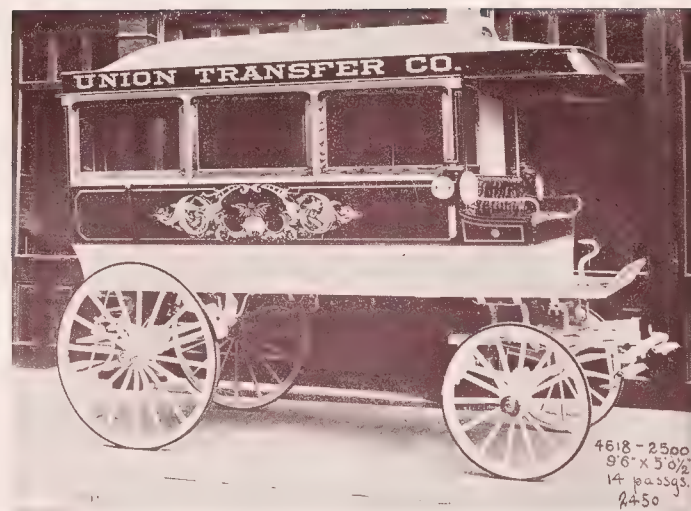
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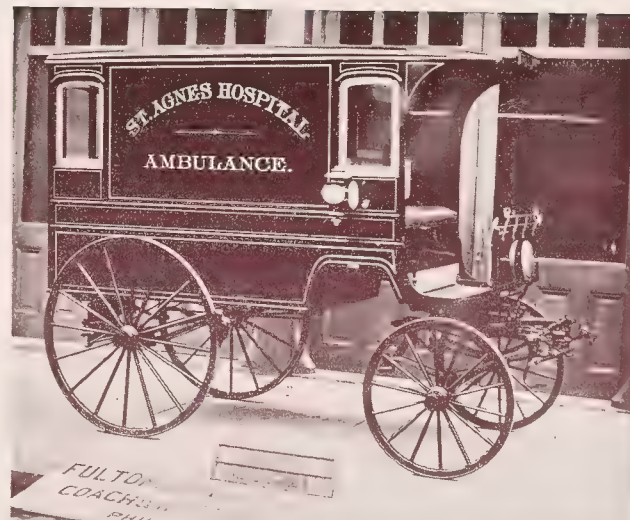


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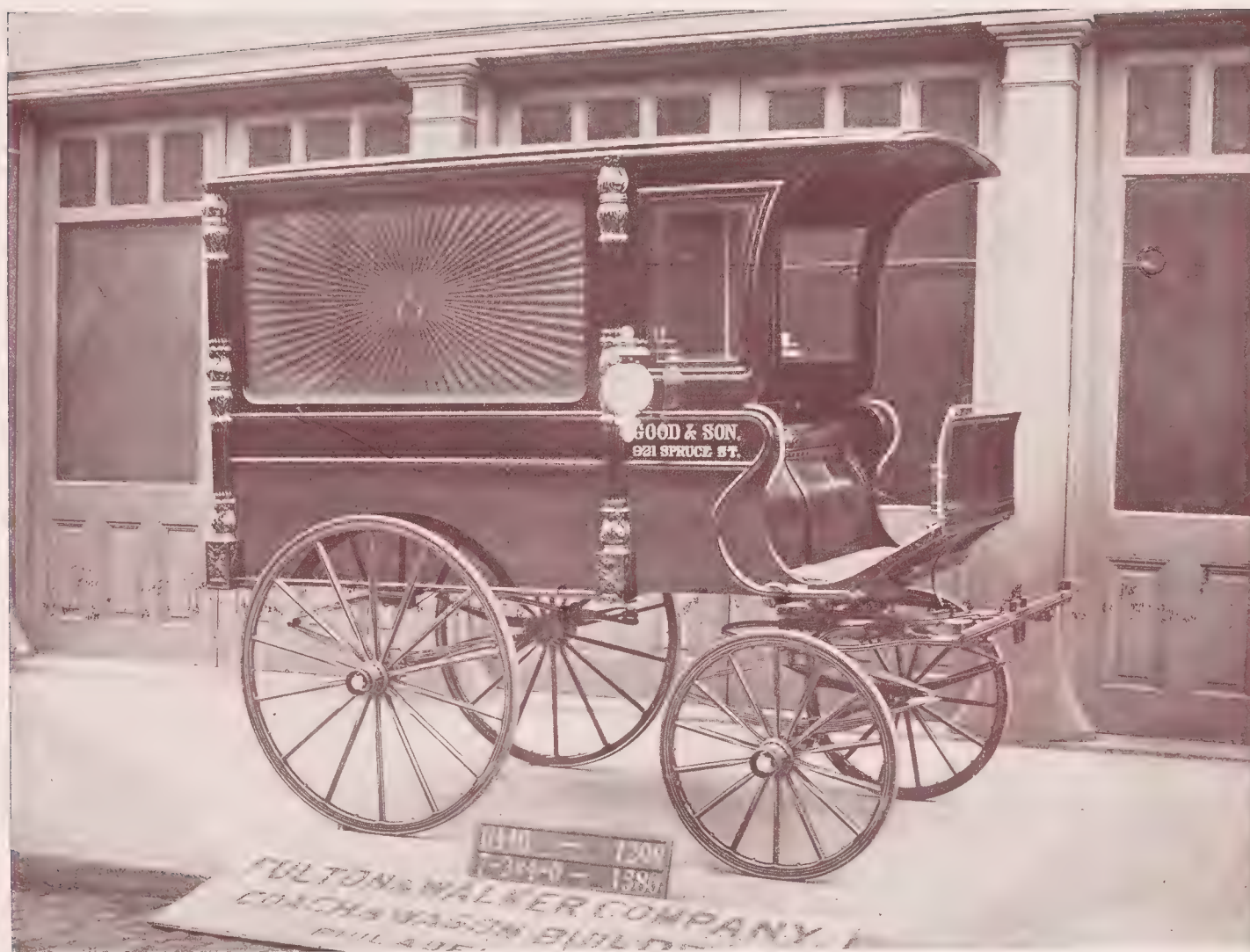


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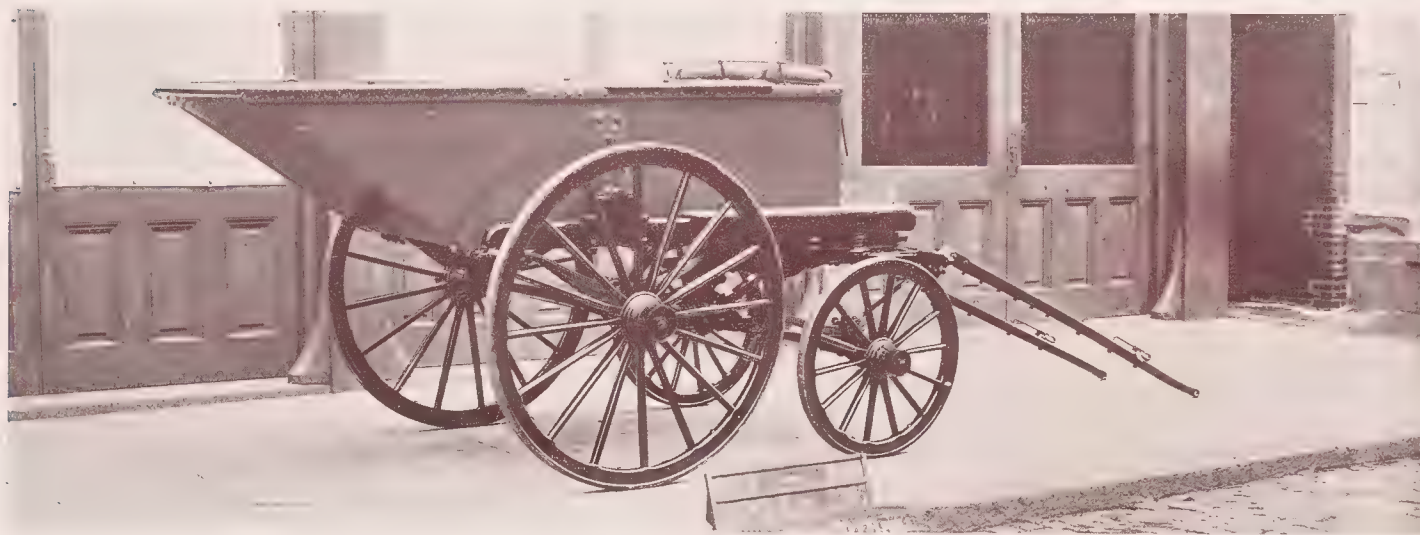


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